



**G. N. Kuruc, Jr.**  
**Key Account Manager**  
**400 Raritan Center**  
**Edison, N. J. 08837**  
**908-225-4774**  
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**FAXED**

November 5, 1996

Mr. Philip Baseil  
Quick Chek Food Stores  
Box 600-Old Highway  
Whitehouse Station, NJ 08889

Dear Phil:

Referencing our discussion yesterday about COURIER, and the proposed November/December Distribution Program; listed below is the dollar value of this Program to Quick Chek:

\$ 1.00 off invoice from McLane	\$ 1,080.00
\$ .30 Alliance Accrual	\$ 324.00
\$ .50 Share of Category Allowance	<u>\$ 540.00</u>
Total Program Value	\$ 1,944.00

Please be reminded that the distribution can be any mix of COURIER Brand Styles, and can be taken in more than one order.

Again, inclusive Program dates are November 4-December 13. A three (3) week lead time is required to place sufficient product in the warehouse to cover this order.

Thank you for your interest in the marketing of our products.

Best Regards,

*Nick*

G. N. Kuruc, Jr.

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